	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
111										
112										
113		*1990 Budget*	Projected	Actual	Pct	$		PCT OF TOTAL (BY CATEGORY)		
114			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
115										
116		**SALES AND ROYALTY INCOME**								
117		Subscription Sales	399,906	491,929	23%	92,023		59%	60%	
118		Back Issue Sales	8,566	13,492	58%	4,927		1%	2%	
119		Mailing List Sales	18,882	24,851	32%	5,969		3%	3%	
120		Direct Distribution Sales	66,917	86,875	30%	19,958		10%	11%	
121		Warner Sales	77,660	87,993	13%	10,333		11%	11%	
122		Book & Postcard Sales	23,435	33,329	42%	9,894		3%	4%	
123		Ecolog Royalty Income	45,000	41,625	-8%	-3,375		7%	5%	
124		Ecolog Production Monies	25,000	25,000	0%	0		4%	3%	
125		Restoration Royalty Income	5,978	5,978	0%	0		1%	1%	
126		Restoration Production Monies	4,833	4,833	0%	0		1%	1%	
127		Change in Sub Liability	0	0	all +	0		0%	0%	
128		**INCOME SUBTOTAL**	**676,177**	**815,906**	**21%**	**139,729**		**100%**	**100%**	
129										
130		**OTHER INCOME**								
131		Chronicle Income	28,600	27,500	-4%	-1,100		4%	3%	
132		Unclassifieds Income	7,039	7,991	14%	952		1%	1%	
133		Misc Royalty Income	3,196	2,038	-36%	-1,158		0%	0%	
134		Production Projects Income	0	401	all +	401		0%	0%	
135		Contributions General	10,045	11,747	17%	1,702		1%	1%	
136		Contributions WEI	51,956	58,517	13%	6,561		8%	7%	
137		Cyberthon Income	108,250	89,016	-18%	-19,234		16%	11%	
138		Library Project Income	5,000	401	-92%	-4,599		1%	0%	
139		Environmental Projects Income	0	401	all +	401		0%	0%	
140		Interest Income	5,893	5,893	0%	0		1%	1%	
141		Sale of Assets	0	1,000	all +	1,000		0%	0%	
142		Miscellaneous Income	418	3,974	852%	3,557		0%	0%	
143		**TOTAL OTHER INCOME**	**220,396**	**208,878**	**-5%**	**-11,518**		**33%**	**26%**	
144										
145		Grants Income	7,500	15,575	108%	8,075				
146		***TOTAL REVENUE***	***904,073***	***1,040,359***	**15%**	**136,286**				
147										
148		**COST OF SALES**								
149		Circulation Pay	32,211	32,375	1%	164		5%	4%	
150		Sub Fulfillment	36,237	35,301	-3%	-936		5%	4%	
151		Sub Premium Offers	1,367	1,587	16%	220		0%	0%	
152		MacSub Fulfillment OPS	727	783	8%	56		0%	0%	
153		MacSUB Fulfillment Pay	36,264	22,278	-39%	-13,986		5%	3%	
154		Circulation Promo	16,755	11,552	-31%	-5,204		2%	1%	
155		Renewal & Billing Expenses	18,991	25,268	33%	6,277		3%	3%	
156		Insert Expenses	7,622	11,023	45%	3,402		1%	1%	
157		Credit Card Discount	3,323	3,706	12%	384		0%	0%	
158		Direct Distributor Expenses	4,988	8,219	65%	3,231		1%	1%	
159		Warner Expenses	11,386	10,323	-9%	-1,064		2%	1%	
160		Printing Magazine	95,061	95,598	1%	536		14%	12%	
161		Mailing List Fulfillment	2,759	3,164	15%	405		0%	0%	
162		Editorial Pay	60,476	66,001	9%	5,524		9%	8%	
163		Writers and Contributors	32,537	30,919	-5%	-1,618		5%	4%	
164		Misc Editorial Expenses	7,800	4,526	-42%	-3,274		1%	1%	
165		Pre Press	19,257	17,314	-10%	-1,943		3%	2%	
166		Research Pay	17,793	14,359	-19%	-3,434		3%	2%	
167		Research Expense	4,272	2,214	-48%	-2,058		1%	0%	
168		Production Pay	58,013	56,349	-3%	-1,663		9%	7%	
169		Production OPS	3,888	1,190	-69%	-2,698		1%	0%	
170		Outside Production Work	3,226	4,371	35%	1,145		0%	1%	
171		Production Supplies	5,417	2,684	-50%	-2,733		1%	0%	

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
172		Whole Earth Ecolog OPS	42,625	32,558	-24%	-10,067		6%	4%	
173		Whole Earth Ecolog Expenses	6,750	20,989	211%	14,239		1%	3%	
174		Restoration Book Salaries	200	172	-14%	-28		0%	0%	
175		Purchase & Promo of Books etc.	17,442	16,036	-8%	-1,406		3%	2%	
176		Fulfillment of Books	4,247	4,661	10%	415		1%	1%	
177		Chronicle Expenses	23,116	24,586	6%	1,470		3%	3%	
178		Change in Inventory	0	0	all -	0		0%	0%	
179		**TOTAL COST OF SALES**	**574,751**	**560,106**	**-3%**	**-14,645**		**85%**	**69%**	
180										
181		**GROSS MARGIN**	**329,322**	**480,252**	**46%**	**150,930**				
182										
183		**GENERAL AND ADMINISTRATIVE EXP**								
184		Office Pay	33,506	36,221	8%	2,715		5%	4%	
185		Pub and Admin Pay	27,383	24,749	-10%	-2,633		4%	3%	
186		Pub and Admin Pre Project Pay	4,313	2,346	-46%	-1,967		1%	0%	
187		Director Pay	20,417	20,517	0%	100		3%	3%	
188		Insurance Workers Comp	6,719	3,806	-43%	-2,913		1%	0%	
189		Insurance Other	2,292	1,942	-15%	-350		0%	0%	
190		Paid Vacation Expense	9,180	6,236	-32%	-2,944		1%	1%	
191		Kaiser Health Plan	5,316	5,392	1%	76		1%	1%	
192		Taxes Other	1,844	1,827	-1%	-17		0%	0%	
193		Taxes Payroll	29,114	27,756	-5%	-1,358		4%	3%	
194		Office and Computer Supplies	4,360	8,240	89%	3,880		1%	1%	
195		Equip Rental Maint and Supplies	7,235	4,655	-36%	-2,581		1%	1%	
196		Telephone	6,198	6,435	4%	237		1%	1%	
197		Postage & FAX	8,570	8,754	2%	184		1%	1%	
198		Container Rent	2,760	2,610	-5%	-150		0%	0%	
199		Building Rent	36,837	37,182	1%	344		5%	5%	
200		Building Maintenance	1,753	1,963	12%	210		0%	0%	
201		Utilities	3,958	3,251	-18%	-707		1%	0%	
202		WEI Fundraising Salaries	0	0	all -	0		0%	0%	
203		WEI Fundraising OPS	21,000	14,000	-33%	-7,000		3%	2%	
204		WEI Fundraising Expenses	3,772	3,570	-5%	-202		1%	0%	
205		Cyberthon Salaries	0	3,022	all -	3,022		0%	0%	
206		Cyberthon OPS	3,000	14,500	383%	11,500		0%	2%	
207		Cyberthon Expenses	78,163	71,727	-8%	-6,436		12%	9%	
208		Library Project Salaries	2,000	3,302	65%	1,302		0%	0%	
209		Library Project OPS	400	125	-69%	-275		0%	0%	
210		Library Project Expenses	0	230	all -	230		0%	0%	
211		Environmental Projects Salaries	0	54	all -	54		0%	0%	
212		Environmental Projects OPS	0	0	all -	0		0%	0%	
213		Environmental Projects Expenses	0	31	all -	31		0%	0%	
214		Legal Professional and Copyright	3,691	1,323	-64%	-2,368		1%	0%	
215		Interest and Penalties	2,344	2,075	-11%	-269		0%	0%	
216		Bank Service Fees	572	588	3%	15		0%	0%	
217		Misc Pub and Admin Expenses	2,189	3,664	67%	1,475		0%	0%	
218		Misc Expenses	1,651	1,236	-25%	-414		0%	0%	
219		WELL Repay Expenses	0	0	all -	0		0%	0%	
220		**TOTAL GEN AND ADMIN EXPENSES**	**330,535**	**323,328**	**-2%**	**-7,208**		**49%**	**40%**	
221										
222		Grants Expense	7,500	0	-100%	-7,500				
223		**CHANGE IN FUND BALANCE**	***-8,713***	***156,925***	**-1901%**	**165,638**				
224										
225										

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
226		Circ/Fulfillment Dept Summary	Projected	Actual	Pct	$				
227			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
228		* INCOME *								
229										
230		Subscription Sales	399,906	491,929	23%	92,023		66%	66%	
231		Back Issue Sales	8,566	13,492	58%	4,927		1%	2%	
232		Contributions General	10,045	11,747	17%	1,702		2%	2%	
233		Change in Sub Liability	0	0	all -	0		0%	0%	
234		*Total Sub/Back Issue/Contrib Income*	*418,517*	*517,168*	*24%*	*98,652*		*69%*	*69%*	
235										
236		Direct Distribution Sales	66,917	86,875	30%	19,958		11%	12%	
237		Warner Sales	77,660	87,993	13%	10,333		13%	12%	
238		*Total Newsstand Income:*	*144,577*	*174,869*	*21%*	*30,291*		*24%*	*23%*	
239										
240		Mailing List Sales	18,882	24,851	32%	5,969		3%	3%	
241		*Total Mailing List Income:*	*18,882*	*24,851*	*32%*	*5,969*		*3%*	*3%*	
242										
243		Book & Postcard Sales	23,435	33,329	42%	9,894		4%	4%	
244		*Total Book & Postcard Income:*	*23,435*	*33,329*	*42%*	*9,894*		*4%*	*4%*	
245										
246		* TOTAL INCOME *	605,411	750,217	24%	144,806		100%	100%	
247										
248		* EXPENSES *								
249										
250		Sub Fulfillment	36,237	35,301	-3%	-936		13%	13%	
251		Sub Premium Offers	1,367	1,587	16%	220		0%	1%	
252		MacSub Fulfillment OPS	727	783	8%	56		0%	0%	
253		MacSUB Fulfillment Pay	36,264	22,278	-39%	-13,986		13%	8%	
254		Credit Card Discount	3,323	3,706	12%	384		1%	1%	
255		*Total Sub Fulfillment Expenses:*	*77,918*	*63,656*	*-18%*	*-14,262*		*27%*	*23%*	
256										
257		Printing Magazine	95,061	95,598	1%	536		33%	34%	
258		*Total Printing Expense:*	*95,061*	*95,598*	*1%*	*536*		*33%*	*34%*	
259										
260		Circulation Pay	32,211	32,375	1%	164		11%	11%	
261		Circulation Promo	16,755	11,552	-31%	-5,204		6%	4%	
262		Renewal & Billing Expenses	18,991	25,268	33%	6,277		7%	9%	
263		Insert Expenses	7,622	11,023	45%	3,402		3%	4%	
264		Direct Distributor Expenses	4,988	8,219	65%	3,231		2%	3%	
265		Warner Expenses	11,386	10,323	-9%	-1,064		4%	4%	
266		*Total Promotional Expenses:*	*91,953*	*98,759*	*7%*	*6,806*		*32%*	*35%*	
267										
268		Mailing List Fulfillment	2,759	3,164	15%	405		1%	1%	
269		*Total Mailing List Rental Expenses:*	*2,759*	*3,164*	*15%*	*405*		*1%*	*1%*	
270										
271		Purchase & Promo of Books etc.	17,442	16,036	-8%	-1,406		6%	6%	
272		Fulfillment of Books	4,247	4,661	10%	415		1%	2%	
273		Change in Inventory	0	0	all -	0		0%	0%	
274		*Total Book & Postcard Expenses:*	*21,689*	*20,697*	*-5%*	*-992*		*7%*	*7%*	
275										
276		* TOTAL EXPENSES *	*289,381*	*281,874*	*-3%*	-7,507		100%	100%	
277										
278		*Circ/Fulf Dept. Net:*	*316,030*	*468,343*	*48%*	*152,313*				
279										

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
280		**Edit/Research Dept Summary**	Projected	Actual	Pct					
281			for Year	for Year	Diff.			Proj for Year	Actual for Year	
282		*Expenses:*								
283		Editorial Pay	60,476	66,001	9%	5,524		49%	56%	
284		Writers and Contributors	32,537	30,919	-5%	-1,618		26%	26%	
285		Misc Editorial Expenses	7,800	4,526	-42%	-3,274		6%	4%	
286		Research Pay	17,793	14,359	-19%	-3,434		14%	12%	
287		Research Expense	4,272	2,214	-48%	-2,058		3%	2%	
288		*Total Expenses (no income):*	*122,878*	*118,018*	*-4%*	*-4,860*		*100%*	*100%*	
289										
290		*Edit/Research Dept Net:*	*-122,878*	*-118,018*	*-4%*	*4,860*				
291										
292										
293		**Production Dept. Summary**	Projected	Actual	Pct	$				
294			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
295		*Income:*								
296		Production Projects Income	0	401	all -	401		#NUM!	100%	
297		*Total Income:*	*0*	*401*	*all -*	*401*		*#NUM!*	*100%*	
298										
299		*Expenses:*								
300		Pre Press	19,257	17,314	-10%	-1,943		21%	21%	
301		Production Pay	58,013	56,349	-3%	-1,663		65%	69%	
302		Production OPS	3,888	1,190	-69%	-2,698		4%	1%	
303		Outside Production Work	3,226	4,371	35%	1,145		4%	5%	
304		Production Supplies	5,417	2,684	-50%	-2,733		6%	3%	
305		*Total Expenses:*	*89,802*	*81,909*	*-9%*	*-7,893*		*100%*	*100%*	
306										
307		*Production Dept Net:*	*-89,802*	*-81,508*	*-9%*	*8,294*				
308										
309										

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
310		**Ecolog Summary**	Projected	Actual	Pct	$				
311			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
312		*Income:*								
313		Ecolog Royalty Income	45,000	41,625	-8%	-3,375		64%	62%	
314		Ecolog Production Monies	25,000	25,000	0%	0		36%	38%	
315		*Total Income:*	*70,000*	*66,625*	*-5%*	*-3,375*		*100%*	*100%*	
316										
317		*Expenses:*								
318		Whole Earth Ecolog OPS	42,625	32,558	-24%	-10,067		86%	61%	
319		Whole Earth Ecolog Expenses	6,750	20,989	211%	14,239		14%	39%	
320		*Total Expenses:*	*49,375*	*53,547*	*8%*	*4,172*		*100%*	*100%*	
321										
322		*Ecolog Net:*	*20,625*	*13,078*	*-37%*	*-7,547*				
323										
324										
325		**Restoration Book Summary**	Projected	Actual	Pct	$				
326			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
327		*Income:*								
328		Restoration Royalty Income	5978.26	5978.26	0%	0		9%	9%	
329		Restoration Production Monies	4833	4833	0%	0		7%	7%	
330		*Total Income:*	*10,811*	*10,811*	*0%*	*0*		*15%*	*16%*	
331										
332		*Expenses:*								
333		Restoration Book Salaries	200	172.13	-14%	-28		0%	0%	
334		*Total Expenses:*	*200*	*172*	*-14%*	*-28*		*0%*	*0%*	
335										
336		*Restoration Book Net:*	*10,611*	*10,639*	*0%*	*28*				
337										
338										
339		**Chronicle Summary**								
340		*Income:*								
341		Chronicle Income	28,600	27,500	-4%	-1,100		100%	100%	
342		*Total Income:*	*28,600*	*27,500*	*-4%*	*-1,100*		*100%*	*100%*	
343										
344		*Expenses:*								
345		Chronicle Expenses	23,116	24,586	6%	1,470		100%	100%	
346		*Total Expenses:*	*23,116*	*24,586*	*6%*	*1,470*		*100%*	*100%*	
347										
348		*Chronicle Net:*	*5,484*	*2,914*	*-47%*	*-2,570*				
349										
350										
351		**Unclassifieds Summary:**								
352		*Income:*								
353		Unclassifieds Income	7,039	7,991	14%	952		100%	100%	
354		*Total Income (no expenses):*	*7,039*	*7,991*	*14%*	*952*		*100%*	*100%*	
355										
356		*Unclassifieds Net:*	*7,039*	*7,991*	*14%*	*952*				
357										
358										

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
359		**WE Institute Summary:**	Projected	Actual	Pct	$				
360			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
361		* INCOME *								
362										
363		*Contributions WEI*	51,956	58,517	13%	6,561		31%	39%	
364		Cyberthon Income	108,250	89,016	-18%	-19,234		66%	60%	
365		Library Project Income	5,000	401	-92%	-4,599		3%	0%	
366		Environmental Projects Income	0	401	all -	401		0%	0%	
367										
368		* TOTAL INCOME *	*165,206*	*148,334*	*-10%*	*-16,872*		*100%*	*100%*	
369										
370		* EXPENSES *								
371										
372		WEI Fundraising Salaries	0	0	all -	0		0%	0%	
373		WEI Fundraising OPS	21,000	14,000	-33%	-7,000		19%	13%	
374		WEI Fundraising Expenses	3,772	3,570	-5%	-202		3%	3%	
375		*Total WEI FR Expenses*	*24,772*	*17,570*	*-29%*	*-7,202*		*23%*	*16%*	
376										
377		Cyberthon Salaries	0	3,022	all -	3,022		0%	3%	
378		Cyberthon OPS	3,000	14,500	383%	11,500		3%	13%	
379		Cyberthon Expenses	78,163	71,727	-8%	-6,436		72%	65%	
380		*Total Cyberthon Expenses*	*81,163*	*89,248*	*10%*	*8,085*		*75%*	*81%*	
381										
382		Library Project Salaries	2,000	3,302	65%	1,302		2%	3%	
383		Library Project OPS	400	125	-69%	-275		0%	0%	
384		Library Project Expenses	0	230	all -	230		0%	0%	
385		*Total Library Project Expenses*	*2,400*	*3,657*	*52%*	*1,257*		*2%*	*3%*	
386										
387		Environmental Projects Salaries	0	54	all -	54		0%	0%	
388		Environmental Projects OPS	0	0	all -	0		0%	0%	
389		Environmental Projects Expenses	0	31	all -	31		0%	0%	
390		*Total Environmental Projects Expens*	*0*	*85*	*all -*	*85*		*0%*	*0%*	
391										
392		** TOTAL EXPENSES **	*108,335*	*110,560*	*2%*	2,225		*100%*	*100%*	
393										
394		WEI Fundraising Net	27,184	40,947	51%	13,763		48%	108%	
395		Cyberthon Net	27,087	-233	-101%	-27,320		48%	-1%	
396		Library Project Net	2,600	-3,256	-225%	-5,856		5%	-9%	
397		Environmental Projects Net	0	316	all -	316		0%	1%	
398										
399		*WE Institute Net:*	*56,871*	*37,774*	*-34%*	*-19,096*		*100%*	*100%*	
400										
401										
402		**Pass Thru Grants Summary:**								
403		*Income:*								
404		Grants Income	7,500	15,575	108%	8,075		na	na	
405		*Total Income:*	*7,500*	*15,575*	*108%*	*8,075*		na	na	
406										
407		*Expenses:*								
408		Grants Expense	7,500	0	-100%	-7,500		na	na	
409		*Total Expenses:*	*7,500*	*0*	*-100%*	*-7,500*		na	na	
410										
411		*Pass Thru Grants Net:*	*0*	*15,575*	*all -*	*15,575*				
412										
413										

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
414		General/Admin/Misc Summary:	Projected	Actual	Pct	$				
415			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
416		* Income *								
417										
418		Misc Royalty Income	3,196	2,038	-36%	-1,158		34%	16%	
419		Interest Income	5,893	5,893	0%	0		62%	46%	
420		Sale of Assets	0	1,000	all -	1,000		0%	8%	
421		Miscellaneous Income	418	3,974	852%	3,557		4%	31%	
422										
423		* Total Income *	9,507	12,905	36%	*3,398*		100%	100%	
424										
425		* Expenses *								
426										
427		Pub and Admin Pay	27,383	24,749	-10%	-2,633		50%	48%	
428		Pub and Admin Pre Project Pay	4,313	2,346	-46%	-1,967		8%	5%	
429		Director Pay	20,417	20,517	0%	100		38%	40%	
430		Misc Pub and Admin Expenses	2,189	3,664	67%	1,475		4%	7%	
431		*Total Pub and Admin Expenses*	*54,301*	*51,276*	*-6%*	*-3,025*		*100%*	*100%*	
432										
433		Insurance Workers Comp	6,719	3,806	-43%	-2,913		13%	9%	
434		Paid Vacation Expense	9,180	6,236	-32%	-2,944		18%	14%	
435		Kaiser Health Plan	5,316	5,392	1%	76		11%	12%	
436		Taxes Payroll	29,114	27,756	-5%	-1,358		58%	64%	
437		*Total Payroll-Related Expenses*	*50,328*	*43,190*	*-14%*	*-7,138*		*100%*	*100%*	
438										
439		Office Pay	33,506	36,221	8%	2,715		15%	17%	
440		Insurance Other	2,292	1,942	-15%	-350		1%	1%	
441		Taxes Other	1,844	1,827	-1%	-17		1%	1%	
442		Office and Computer Supplies	4,360	8,240	89%	3,880		2%	4%	
443		Equip Rental Maint and Supplies	7,235	4,655	-36%	-2,581		3%	2%	
444		Legal Professional and Copyright	3,691	1,323	-64%	-2,368		2%	1%	
445		Interest and Penalties	2,344	2,075	-11%	-269		1%	1%	
446		Bank Service Fees	572	588	3%	15		0%	0%	
447		Misc Expenses	1,651	1,236	-25%	-414		1%	1%	
448		WELL Repay Expenses	0	0	all -	0		0%	0%	
449		*Total General Business Expenses*	*57,496*	*58,107*	*1%*	*611*		*26%*	*27%*	
450										
451		Telephone	6,198	6,435	4%	237		42%	3%	
452		Postage & FAX	8,570	8,754	2%	184		58%	4%	
453		*Total Phone/Postage/FAX Expenses*	*14,768*	*15,189*	*3%*	*421*		*7%*	*7%*	
454										
455		Container Rent	2,760	2,610	-5%	-150		1%	1%	
456		Building Rent	36,837	37,182	1%	344		17%	17%	
457		Building Maintenance	1,753	1,963	12%	210		1%	1%	
458		Utilities	3,958	3,251	-18%	-707		2%	2%	
459		*Total Rent & Facilites Expenses*	*45,308*	*45,005*	*-1%*	*-302*		*20%*	*21%*	
460										
461		* Total Expenses *	222,200	212,767	-4%	-9,433		100%	100%	
462										
463		*Net General/Admin/Misc:*	*-212,693*	*-199,862*	*-6%*	*12,831*				
464										
465										

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
466		Dept-by-Dept Summary:	Projected	Actual	Pct	$				
467			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
468										
469		Total Sub/Back Issue/Contrib Income	418,517	517,168	24%	98,652		69%	69%	
470		Total Newsstand Income:	144,577	174,869	21%	30,291		24%	23%	
471		Total Mailing List Income:	18,882	24,851	32%	5,969		3%	3%	
472		Total Book & Postcard Income:	23,435	33,329	42%	9,894		4%	4%	
473		*" TOTAL INCOME "*	*605,411*	*750,217*	*24%*	*144,806*		*100%*	*100%*	
474										
475		Total Sub Fulfillment Expenses:	77,918	63,656	-18%	-14,262		27%	23%	
476		Total Printing Expense:	95,061	95,598	1%	536		33%	34%	
477		Total Promotional Expenses:	91,953	98,759	7%	6,806		32%	35%	
478		Total Mailing List Rental Expenses:	2,759	3,164	15%	405		1%	1%	
479		Total Book & Postcard Expenses:	21,689	20,697	-5%	-992		7%	7%	
480		*" TOTAL EXPENSES "*	*289,381*	*281,874*	*-3%*	*-7,507*		*100%*	*100%*	
481										
482		*Circ/Fulf Dept. Net:*	*316,030*	*468,343*	*48%*	*152,313*				
483										
484		Total Expenses (no income):	$122,878	$118,018	-4%	-4,860		13%	13%	
485		*Edit/Research Dept Net:*	*($122,878)*	*($118,018)*	*-4%*	*4,860*				
486										
487		Total Income:	$0	$401	all -	401		0%	0%	
488		Total Expenses:	$89,802	$81,909	-9%	-7,893		10%	9%	
489		*Production Dept Net:*	*($89,802)*	*($81,508)*	*-9%*	*8,294*				
490										
491		Total Income:	$70,000	$66,625	-5%	-3,375		8%	6%	
492		Total Expenses:	$49,375	$53,547	8%	4,172		5%	6%	
493		*Ecolog Net:*	*$20,625*	*$13,078*	*-37%*	*-7,547*				
494										
495		Total Income:	~~10,811~~	~~10,811~~	0%	0		1%	1%	
496		Total Expenses:	200	172	-14%	-28		0%	0%	
497		*Restoration Book Net:*	~~*10,611*~~	~~*10,639*~~	*0%*	*28*				
498										
499		Total Income:	$28,600	$27,500	-4%	-1,100		3%	3%	
500		Total Expenses:	$23,116	$24,586	6%	1,470		3%	3%	
501		*Chronicle Net:*	*$5,484*	*$2,914*	*-47%*	*-2,570*				
502										
503		Total Income (no expenses):	$7,039	$7,991	14%	952		1%	1%	
504		*Unclassifieds Net:*	*$7,039*	*$7,991*	*14%*	*952*				
505										
506		Contributions WEI	51,956	58,517	13%	6,561		48%	53%	
507		Cyberthon Income	108,250	89,016	-18%	-19,234		100%	81%	
508		Library Project Income	5,000	401	-92%	-4,599		5%	0%	
509		Environmental Projects Income	0	401	all -	401		0%	0%	
510		*" TOTAL INCOME "*	*$165,206*	*$148,334*	*-10%*	*-16,872*		*18%*	*14%*	
511										
512		Total WEI FR Expenses	24,772	17,570	-29%	-7,202		23%	16%	
513		Total Cyberthon Expenses	81,163	89,248	10%	8,085		75%	81%	
514		Total Library Project Expenses	2,400	3,657	52%	1,257		2%	3%	
515		Total Environmental Projects Expens	0	85	all -	85		0%	0%	
516		*" TOTAL EXPENSES "*	*$108,335*	*$110,560*	*2%*	*2,225*		*12%*	*13%*	
517										
518		WEI Fundraising Net	27,184	40,947	51%	13,763				
519		Cyberthon Net	27,087	-233	-101%	-27,320				
520		Library Project Net	2,600	-3,256	-225%	-5,856				
521		Environmental Projects Net	0	316	all -	316				
522		*WE Institute Net:*	*$56,871*	*$37,774*	*-34%*	*-19,096*				
523										

	A	B	AP	AQ	AR	AS	AT	AU	AV	AW
524		Total Income:	$7,500	$15,575	108%	8,075		1%	1%	
525		Total Expenses:	$7,500	$0	-100%	-7,500		1%	0%	
526		*Pass Thru Grants Net:*	*$0*	*$15,575*	*all -*	*15,575*				
527										
528		** Total Income **	*$9,507*	*$12,905*	*36%*	*3,398*		*1%*	*1%*	
529										
530		Total Pub and Admin Expenses	54,301	51,276	-6%	-3,025		50%	46%	
531		Total Payroll-Related Expenses	50,328	43,190	-14%	-7,138		46%	39%	
532		Total General Business Expenses	57,496	58,107	1%	611		53%	53%	
533		Total Phone/Postage/FAX Expenses	14,768	15,189	3%	421		14%	14%	
534		Total Rent & Facilites Expenses	45,308	45,005	-1%	-302		42%	41%	
535		** Total Expenses **	*$222,200*	*$212,767*	*-4%*	*-9,433*		*24%*	*24%*	
536										
537		*Net General/Admin/Misc:*	*($212,693)*	*($199,862)*	*-6%*	*12,831*				
538										
539		**Dept-by-Dept Summary (Totals):**	Projected	Actual	Pct	$				
540			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
541										
542		**Grand Total Income:**	*904,073*	*1,040,359*	*15%*	*136,286*		**100%**	**100%**	
543		**Grand Total Expenses:**	*912,787*	*883,434*	*-3%*	*-29,353*		**100%**	**100%**	
544		**Grand Total Net:**	*-8,713*	*156,925*	#####	*165,638*				
545		(check sum - should be 0)	10,611	10,639				0%	0%	
546										
547		**GT Income w/o WEI:**	*738,867*	*892,024*	*21%*	*153,157*				
548		**GT Expenses w/o WEI:**	*804,451*	*772,874*	*-4%*	*-31,578*				
549		**GT Net w/o WEI:**	*-65,584*	*119,151*	*-282%*	*184,735*				
550										
551		**Payroll Summary:**	Projected	Actual	Pct	$				
552			for Year	for Year	Diff.	Diff.		Proj for Year	Actual for Year	
553										
554		Circulation Pay	32,211	32,375	1%	164		#NUM!	8%	
555		MacSub Fulfillment OPS	727	783	8%	56		#NUM!	0%	
556		MacSUB Fulfillment Pay	36,264	22,278	-39%	-13,986		#NUM!	9%	
557		Editorial Pay	60,476	66,001	9%	5,524		#NUM!	14%	
558		Research Pay	17,793	14,359	-19%	-3,434		#NUM!	4%	
559		Production Pay	58,013	56,349	-3%	-1,663		#NUM!	14%	
560		Production OPS	3,888	1,190	-69%	-2,698		#NUM!	1%	
561		Outside Production Work	3,226	4,371	35%	1,145		#NUM!	1%	
562		Whole Earth Ecolog OPS	42,625	32,558	-24%	-10,067		#NUM!	10%	
563		Restoration Book Salaries	200	172	-14%	-28		#NUM!	0%	
564		Office Pay	33,506	36,221	8%	2,715		#NUM!	8%	
565		Pub and Admin Pay	27,383	24,749	-10%	-2,633		#NUM!	7%	
566		Pub and Admin Pre Project Pay	4,313	2,346	-46%	-1,967		#NUM!	1%	
567		Director Pay	20,417	20,517	0%	100		#NUM!	5%	
568		WEI Fundraising Salaries	0	0	all -	0		#NUM!	0%	
569		WEI Fundraising OPS	21,000	14,000	-33%	-7,000		#NUM!	5%	
570		Cyberthon Salaries	0	3,022	all -	3,022		#NUM!	0%	
571		Cyberthon OPS	3,000	14,500	383%	11,500		#NUM!	1%	
572		Library Project Salaries	2,000	3,302	65%	1,302		#NUM!	0%	
573		Library Project OPS	400	125	-69%	-275		#NUM!	0%	
574		Environmental Projects Salaries	0	54	all -	54		#NUM!	0%	
575		Environmental Projects OPS	0	0	all -	0		#NUM!	0%	
576		*Total Pay (Salaries & OPS)*	*367,441*	*349,273*	*-5%*	*-18,168*		*#NUM!*	*88%*	
577										
578		Insurance Workers Comp	6,719	3,806	-43%	-2,913		#NUM!	2%	
579		Paid Vacation Expense	9,180	6,236	-32%	-2,944		#NUM!	2%	
580		Kaiser Health Plan	5,316	5,392	1%	76		#NUM!	1%	
581		Taxes Payroll	29,114	27,756	-5%	-1,358		#NUM!	7%	
582		*Total Payroll Related Expenses*	*50,328*	*43,190*	*-14%*	*-7,138*		*#NUM!*	*12%*	
583										
584		* TOTAL PAYROLL & REL. EXPENSES *	417,769	392,463	-6%	-25,305		#NUM!	100%	